May 8, 1940.

Mr. Warren M. Banner,
Director of Research,
National Urban League,
1133 Broadway,
New York City.

Dear Mr. Banner:

Your letter of April 29th received. In it you asked for what information I could give on the trade boycott conducted in Harlem under the auspices of The Citizen's League for Fair Play.

The movement was successful, due to the leadership of the Chairman, Rev. John H. Johnson of St. Martins P. E. Church. There had been a group of women attempting to get started for some time when Rev. Johnson was urged to accept the chairmanship. I am sure the fact that a man of Rev. Johnson's calibre led the drive, played a big part in getting the co-operation of all Harlem. There is no doubt that all Harlem co-operated.

L. Blumsteins of 125th Street was the Store the Committee decided to direct its first efforts to secure employment. Blumstein's was chosen, first, because we knew the largest amount of its trade was colored and we felt it would only be fair for them to hire some Negro help. Second, because we felt, due to the fact it was such a large business if they agreed to our request, other Stores would follow, and third, because we felt The Blumsteins, particularly Mrs. Blumstein would be co-operative.

The method we employed was to set two weeks(I forget the dates right now, but I believe they can be found) to collect sales checks from purchases made in Blumsteins. We used many methods; contacted friends, addressed groups, waited in front of the building for customers leaving the store, ministers asked their congregations. All these checks were taken to Rev. Johnson. At the end of the two weeks drive there was a large number of checks showing a huge total amount

of cash that had been spent by the Negroes in the Community with Blumsteins during these two weeks, (I do not remember the exact amount at this time.)

Rev. Johnson took all these checks to Mr. Blumstein and asked him, due to the fact that so much money was spent in his store by Negroes(Mr. Blumstein admitted 75% of his trade was colored), the next time he had occasion to train a salesclerk, wouldn't he take a colored girl, just one. We felt that if one was tried she would make good, and the barrier would have been broken.

Rev. Johnson reported to the Committee that he was very graciously received and felt sure the Committees' efforts would meet with success. He returned to Blumsteins for further discussion, I believe three times. At the last meeting Mr. Blumstein informed him he did not feel disposed at this time to promise to hire a colored salesclerk. Rev. Johnson had no choice but to tell the Committee what had happened. The result was "The Citizen's League for Fair Play" adopted a slogan "Don't spend your money where you can't work," and proceded to inform the Community in every way they could that Blumsteins had gone on record as refusing to train a Negro salesclerk or hire an experienced one. Picket lines were established in front of the store. Many contacts were made, and The New York Age, one of our Leading Negro newspapers, the Editor of which Mr. Fred Moore, has for years been one of our outstanding fearless Negro leaders, lent their entire support to the movement.

After about six weeks of hard plugging, during which time the picket line was never vacant during the hours Blumsteins was open, Mr. Blumstein sent for the Committee. Rev. Johnson took with him a Committee consisting of Mr. Fred R. Moore, Atty. Richard Carey and myself. The first day after several hours, no decision was reached.

We returned a few days later, and Mr. Blumstein and his Attorney agreed to take several Colored girls right away and begin to train them as salesclerks. This was in 19 , since then almost every store in 125th Street has hired Negroes in many different lines. I am sure every one, employer as well as employee is very satisfied as a result.

It is most unfortunate that Negroes must be thought of as Black people and so many other races as white people. If we could be thought of The Negro Race, the same as French, Italian, Jewish and all the others, we might not suffer so. The Race has always proven extremely courageous and helpful in doing its part to maintain this florious Country of ours, and yet they are so unjustly discriminated against, because of the pigmentation of their skin along.

I hope your very splendid Organization will be able to bring some of these facts to the attention of the liberal minded decent people of the Country as a result of this survey.

If I can be of further assistance, call on me. I hope the information in this Letter is what you wanted.

Very truly yours,

EM:CCJ